

Subject: RE: Cost Estimates and Calcualtor for Trolleys
From: "Atkins, Carter" <CAtkins@portla.org>
Date: 01/04/2016 04:11 PM
To: 'Lorena Parker' <lparker@sanpedrobid.com>
CC: "apham@sanpedrobid.com" <apham@sanpedrobid.com>

Happy New Year.

How many trolleys do you want to apply for?

Regards,

Carter Atkins
Los Angeles Harbor Department
Environmental Management Division
(310) 732-7649

From: Lorena Parker [mailto:lparker@sanpedrobid.com]
Sent: Tuesday, December 29, 2015 12:09 PM
To: Atkins, Carter
Cc: apham@sanpedrobid.com
Subject: Re: Cost Estimates and Calcualtor for Trolleys

Carter,

I think the most practical selection is to apply for the grant for the purchase of the VL208G Villager 30' -34' Full Electric trolley. I don't think it would make sense to retrofit our existing trolleys since we plan on expanding the service.

Happy New Year!

Best regards,

Lorena Parker
Executive Director
**San Pedro Historic Waterfront
Business Improvement District**
390 W. 7th Street | San Pedro, CA 90731
T 310.832.2183 | F 310.832.0685
Lparker@sanpedrobid.com
www.sanpedrobid.com

On Wed, Dec 23, 2015 at 1:00 PM, Atkins, Carter <CAtkins@portla.org> wrote:
Hi Lorena,

Based on the spreadsheet you provided there is an estimated Cost Share of \$440K available for this grant. I obtained cost estimates for two new electric trolley types and an estimate to repower your existing trolleys from Hometown Trolley (see attached) and a repower cost from Complete Coach Works (see attached). Below is some information on each company I want to share with you.

- Hometown Trolley has contracts with Custom Bus (Corona, CA) for warranty and maintenance. From a phone conversation, I think even though the parent company is located in Wisconsin, having this local company to service/repair the trolleys is reassuring. The company currently has sold four of these electric trolleys however the technology behind the trolley has been in practice for many years. They provided quotes for two models of trolley, the "Villager" and "Streetcar". The Villager actually costs less and can fit more passengers than the Streetcar. The Streetcar is unique because there are no stairs to get into the trolley, so it is lower, but more expensive.

Point of Contact

Kristina Pence-Dunow
President/CEO

Hometown Trolley

Double K, Inc.

Certified DBE/WBE

Phone : [715-478-5090 x 104](tel:715-478-5090)

Email: Kristina@hometowntrolley.com

Website: www.hometowntrolley.com

- Complete Coach Works, located in Riverside, CA, has extensive experience repowering conventional vehicles to electric. They claim to have the largest electric fleet of vehicles currently in service in United States.

Point of Contact

Ryne Shetterly

Complete Coach Works

ZEPS Sales Manager

[951-836-0815](tel:951-836-0815)

Attached the spreadsheet you provided me for costs. I added a matrix which shows you the prices of the vehicles. You can change the fields to help come up with the fleet that you want to ask for in the grant. Just make sure the Cost Share does not exceed the \$440K. Please let us know which vehicles you would like us to apply for under this grant as soon as possible since we are on a limited time line.

Please do your own due diligence on these companies before making your decision on whichever company you choose for this project. Also, note that these are companies I have identified, if you have other vendors you would like to consider please include for discussion.

Regards,

CARTER ATKINS
LOS ANGELES HARBOR DEPARTMENT
ENVIRONMENTAL MANAGEMENT DIVISION
[\(310\) 732-7649](tel:310-732-7649)

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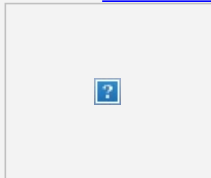
----- Forwarded message -----

From: Kristina Pence-Dunow <Kristina@hometowntrolley.com>
To: "Atkins, Carter" <CAtkins@portla.org>, "Goldberg, Jacob" <JGoldberg@portla.org>
Cc: "Joey" <joey@hometowntrolley.com>
Date: Wed, 23 Dec 2015 18:11:58 +0000
Subject: Hometown Streetcar Electric Quote
Hello Carter/Jacob
Attached is the quote for our Streetcar with the full electric system along with various photo.
Thank you,

Kristina Pence-Dunow
President/CEO
Hometown Trolley
Double K, Inc.
Certified DBE/WBE
Phone : [715-478-5090 x 104](tel:715-478-5090)

Email: Kristina@hometownrolley.com

Website: www.hometownrolley.com



God's Plan is the Best Plan

"Trust in the Lord with all thine heart; and lean not unto thine own understanding. In all thy ways acknowledge him, and he shall direct thy paths" Proverbs 3:5,6

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From: Kristina Pence-Dunow <Kristina@hometownrolley.com>

To: "Atkins, Carter" <CATkins@portla.org>, "Goldberg, Jacob" <JGoldberg@portla.org>

Cc: "Joey" <joey@hometownrolley.com>

Date: Wed, 23 Dec 2015 18:01:12 +0000

Subject: Hometown Trolley Villager Electric Quote

Hello Carter/Jacob,

I have prepared a Villager full electric quote for you based on components most commonly used. Also attached are various photos of open air Villager trolleys and our Executive Summary.

Please call with any questions you may have.

Thank you for your interest in our trolleys and we look forward to hearing from you.

Kristina Pence-Dunow

President/CEO

Hometown Trolley

Double K, Inc.

Certified DBE/WBE

Phone : [715-478-5090](tel:715-478-5090) x 104

Email: Kristina@hometownrolley.com

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From: Ryne Shetterly <rshetterly@completecoach.com>

To: "lparker@sanpedrobid.com" <lparker@sanpedrobid.com>

Cc: "catkins@portla.org" <catkins@portla.org>, Richard Sullivan <richard@transitsales.com>, "Kevin O'Brien" <kevin@completecoach.com>

Date: Mon, 14 Dec 2015 20:52:38 +0000

Subject: Complete Coach Works

Lorena and Carter,

Thank you both for taking my call earlier. Carter, after you and I spoke, Lorena and myself set up a time for us to come inspect the trolleys so we can give you guys the most accurate figure. We will be meeting at 10am on Friday. Thank you guys for the opportunity. In the meantime, please check out our website at zeppsdrive.com

I also wanted to outline just a couple bullet points on why the CCW ZEPS option might increase the likelihood of receiving ARB funding and save you guys in the long run:

- The cost our bus is significantly less money, and all of our charging infrastructure is included in the price that we'll provide to you by Friday.
- By reusing the existing units that you already own, you are having a huge positive impact on the environment by saving 10 tons of raw material as opposed to the purchase of a new bus(ARB Likes this A LOT)
- You already possess all of the parts for the units
- Your maintenance crew will not have to undergo extensive training because they are already used to working on these units

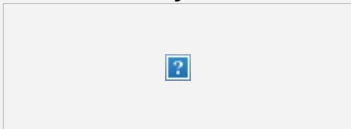
Again, thank you for your time, and we look forward to meeting with you guys Friday. I've attached a few pictures our most recent electric projects for your viewing.

Kind Regards,

Ryne A. Shetterly
ZEPS Sales Manager



By



Address: 1863 Service Court, Riverside, CA

Mobile: [951-836-0815](tel:951-836-0815)

Office: [951-684-9585](tel:951-684-9585) Ext. 174

Email: RShetterly@Completecoach.com

Website: www.Completecoach.com

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From: Ryne Shetterly <rshetterly@completecoach.com>

To: "lparker@sanpedrobid.com" <lparker@sanpedrobid.com>, "Atkins, Carter" <CAtkins@portla.org>

Cc:

Date: Tue, 22 Dec 2015 00:09:39 +0000

Subject: Port of Los Angeles/ San Pedro Bid

Lorena and Carter,

Here is an estimate. The number will NOT exceed \$550K.

Thanks,

Ryne

[951-836-0815](tel:951-836-0815)

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From: Kristina Pence-Dunow <Kristina@hometowntrolley.com>

To: "Atkins, Carter" <CAtkins@portla.org>

Cc: "Joey" <joey@hometowntrolley.com>

Date: Wed, 23 Dec 2015 20:38:54 +0000

Subject: RE: Hometown Streetcar Electric Quote

Hi Carter,

For a “repower” of your existing trolley it would be the price of the system and charger (i.e. the Villager system is 340k and the charger is 38,500.00) and of course logistics for transporting your trolley here and then return shipping once completed. There would also be a cost of tear down of the trolley to prep for the new system of \$27,500.00. for a total repower cost of \$406,000.00

However, we need to know the weight (GVW) of the unit to be sure it will handle our system before we would commit to a repower project.

I hope this will help you, Have a Merry Christmas J
Thank you,

Kristina Pence-Dunow

President/CEO

Hometown Trolley

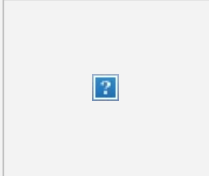
Double K, Inc.

Certified DBE/WBE

Phone : 715-478-5090 x 104

Email: Kristina@hometowntrolley.com

Website: www.hometowntrolley.com



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From: Atkins, Carter [mailto:CAtkins@portla.org]

Sent: Wednesday, December 23, 2015 2:11 PM

To: 'Kristina Pence-Dunow'; Goldberg, Jacob

Cc: 'Joey'

Subject: RE: Hometown Streetcar Electric Quote

Hi Kristina & Joey,

Thank you very much for the two quotes. Do you have an ballpark estimate what a repower would cost on a vehicle unit basis? I would like to provide options for the end user in case they are interested in repowering as well.

Regards,

CARTER ATKINS

LOS ANGELES HARBOR DEPARTMENT

ENVIRONMENTAL MANAGEMENT DIVISION

[\(310\) 732-7649](tel:(310)732-7649)

From: Kristina Pence-Dunow [mailto:Kristina@hometowntrolley.com]

Sent: Wednesday, December 23, 2015 10:12 AM

To: Atkins, Carter; Goldberg, Jacob

Cc: 'Joey'

Subject: Hometown Streetcar Electric Quote

Importance: High

Hello Carter/Jacob

Attached is the quote for our Streetcar with the full electric system along with various photo.

Thank you,

Kristina Pence-Dunow

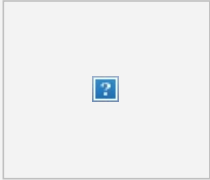
President/CEO

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